

Message Text

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STATE FOR NEA/AFN WILKINSON; DEPARTMENT PASS
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SUBJECT: SENIOR MANAGEMENT TRAINING FOR HICHEM
KHATTECH

1. HICHEM KHATTECH, DIRECTOR OF COMMERCIALIZATION AND
PROGRAMMING (MIMPORTS, EXPORTS, OPERATIONS MANAGEMENT)
OF ETAP - THE TUNISIAN STATE OIL COMPANY - - -
IS SEEKING AN ADVANCED MANAGEMENT COURSE OF UP TO
TWO MONTHS DURATION IN THE UNITED STATES FOR SOME-
TIME WITHIN THE NEXT TEN (10 MONTHS. KHATTECH IS
WELL EDUCATED AND INTELLIGENT. ALREADY A KEY
OFFICIAL OF ETAP, HE SHOULD HAVE AN IMPORTANT
CAREER AHEAD OF HIM. ACTION REQUESTED: WE ASK
DEPARTMENT'S ASSISTANCE IN PLACING KHATTECH IN
APPROPRIATE COURSE IN A TOP-NOTCH BUSINESS SCHOOL
SUCH AS MIT/SLOAN, HARVARD, OR STANFORD.

2. EHILE KHATTECH IS CONFIDENT THAT ETAP CAN PAY
BASIC EXPENSES OF TRAVEL AND TRAINING, WE BELEVE
IT WOULD BE A GOOD INVESTMENT IF PARTIAL U.S.
FUNDING COULD BE ARRANGED.

3. KHATTECH'S INTEREST IS IN A GENERAL ADVANCED
MANAGEMENT COURSE INCLUDING USE OF EDP TECHNOLOGY
AND LATEST APPROACHES TO DECISION-MAKING (E.G.
QUESTIONS OF OPTIMIZATION IN RESPECT TO PETROLEUM
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LIFTINGS, AND STOCK LEVELS). HE ALSO IS INTERESTED
IN BROAD RANGE OF QUESTIONS RELATING TO UP-

GRADING MANAGEMENT AND TECHNICAL STAFF AND ENERGY ECONOMICS. WE BELIEVE HIS HAVING EXPERIENCE WITH AMERICAN APPROACH (AFTER ACADEMIC BACKGROUND OF FRENCH "GRANDES ECOLES") WOULD LIKELY HAVE BENEFICIAL "MULTIPLIER EFFECT" WITHIN FLEDGLING STATE OIL COMPANY.

4. KHATTECH WAS BORN IN TUNIS ON MARCH 22, 1948. HE PURSUED STUDIES IN TUNIS AT COLLEGE SAKIKI (BACCALAUREATE IN MATHEMATICS 1965) AND THEN IN FRANCE. WHERE A.) HE EARNED "MAITRISE" IN SCIENCE AT UNIVERSITY OF PARIS IN 1968, B.) ENGINEERING DIPLOMA AT SCHOOL OF MINES IN PARIS ("TRES BIEN" IN SCIENTIFIC MANAGEMENT OPTION), AND C.) DIPLOMA FROM FRENCH INSTITUTE OF PETROLEUM IN 1973.

5. RETURNING TO TUNISIA, KHATTECH STARTED IN 1974 AS ENGINEER IN TUNIS AND EL BORMA ZARZAITIVE OIL FIELD WITH FORMER ITALIAN-TUNISIAN OIL COMPANY SITEP. HE MOVED ON TO ETAP IN 1975 AS ENGINEER IN PRODUCTION DIVISION, ASSUMING PRESENT POSITION EARLIER THIS YEAR.

6. KHATTECH IS MARRIED AND HAS ONE CHILD. HE IS HIGHLY ARTICULATE AND PERSONABLE AND HAS A GOOD COMMAND OF ENGLISH - CERTAINLY ADEQUATE FOR PURPOSES OF GRADUATE TRAINING IN THE U.S.

7. IF A SHORT-TERM MANAGEMENT "BRUSH-UP" COURSE IS ARRANGED FOR KHATTECH, IT MIGHT BE DESIREABLE TO EXPOSE HIM ALSO TO MORE SPECIALIZED QUESTIONS OF PETROLEUM INDUSTRY AND ENERGY ECONOMICS THROUGH AN INDIVIDUAL PROGRAM OF VISITS AND CONSULTATIONS.
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